

Hearing Aid Telephone Interconnect System (HATIS™)

PHOENIX MANAGEMENT INC.

Fact Sheet

November 199

About HATIS™

Thirty million deaf Americans can now hear on the telephone! The HATIS™ system enables those with up to 99% hearing loss use the same communications devices that others take for granted. HATIS™ works directly with a doctor's prescribed hearing aid, because HATIS™ bypasses the telephone receiver. The hearing aid literally becomes the receiver, creating a volume and clarity that far exceeds any other product currently on the market.

A telephone switch (T-Switch) is all that HATIS™ requires of a hearing aid. This applies to behind and in the ear types of aids. Not only does HATIS™ allow total accessibility to communication avenues that have been previously denied to 11% of America, HATIS™ also serves as a major tool in speech therapy for the deaf.

Thousands of hearing disabled individuals who have used HATIS™ have made their first cellular or landline telephone call. The majority called and *listened* to their mothers for the very first time. HATIS™ applies to both the orally and manually deaf.

HATIS™ meets or exceeds the criteria and mandate requirements under all three federal acts on telecommunications: the Hearing Aid Compatibility Act of 1988, the Telecommunications for the Disabled Act of 1982 and the Americans with Disabilities Act of 1990. The system also meets the hearing accessible requirements for PCS and PCN systems as well.



About the Company

Phoenix Management, Inc. (PMI) was formed by Jo Waldron, who is 99% deaf and Shirley Crouch in 1987 to develop and market a device that enables the hearing impaired to use everyday telecommunication devices. HATIS™ was born of Jo Waldron's frustration and inability to use telephones and other hearing assistive devices. She, like 30 million others was relegated to using the slow and limited TDD/Relay System. PMI's role is now introducing the HATIS™ system to the deaf, the hearing impaired community and the telecommunications industry.

HATIS™ Applications

The possibilities are unlimited in scope. HATIS™ provides the key to the global information highway that is currently expanding every day. The system impacts places of employment, government offices and public access areas. It also works with stereos, radios and television. For the first time hearing disabled Americans will be able to use, the same phones in hotels, airports, restaurants, hospitals, banks, home and everywhere else that the majority of us take for granted. The HATIS™ system allows Americans that have been ignored or denied the opportunity to participate in society equally.

Jo Waldron, 1987 Disabled American for the Nation and member of the President's Committee on the Employment of People with Disabilities states, "One simply cannot understand the value of telecommunication, unless you can't use it."

HATIS HISTORY

HATIS has been in the development stages for almost 10 years, and is now a reality. Alexander Graham Bell had a dream. He wanted to create a communication device for the deaf due to the fact his wife was deaf. And the telephone was born. However, the telephone became a device for the hearing and for the most part, it has been totally unusable for the deaf or hard of hearing.

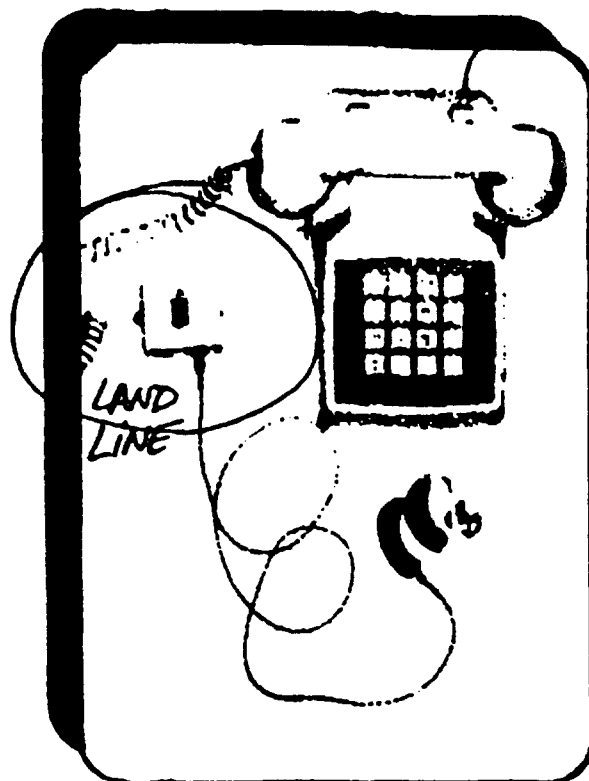
John Waldron, 1987 Disabled American for the Nation, a member of the President's Committee on the Employment of People with Disabilities states, "One simply cannot understand the value of telecommunications, unless you can't use it." Out of frustration John Waldron, along with Shirley Crouch and Jim Potter, an inventor, designed and created HATIS. Waldron, who has a 97% hearing loss states, "The HATIS SYSTEM will redefine what freedom really means to millions of people like me."

Patent Pending
All Rights Reserved
Trademark

For more information contact your local dealer:

Write:

Phoenix Management, Inc.
5195 Fontaine Blvd.
Fountain, CO 80817
719-392-1442
Fax 719-392-0225



HATIS™
(Hearing Aid Telephone Interconnect System)

A REVOLUTIONARY NEW DEVICE
That Aids Those With
Hearing Loss

HATIS
Will enable the deaf/hard of hearing to utilize
Telephones, Cellular Phones, PCS
Systems and Pay Phones



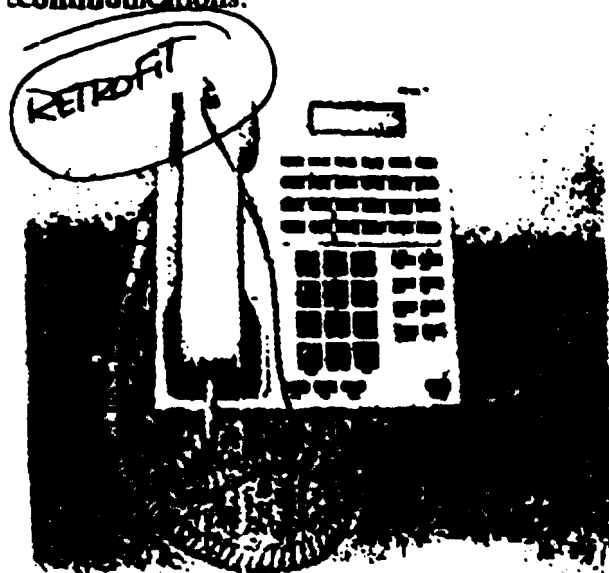
E HATIS SYSTEM works with any hearing aid has a Telephone Switch (T-switch). This is for in car and behind the car as well.



TIS provides accessible telecommunication here in United States and beyond for millions of hearing disabled who for the most part have been denied the convenience and in some cases the life saving benefits.

CE CE MOLS PITALS NG OUT TAURANTS ORTS	RETAIL STORES BANKS PHARMACIES HEALTHCARE PROVIDERS THEATERS LIBRARIES LEGAL OFFICES ETC.	ZOOS/MUSEUMS RECREATIONAL FACILITIES EMERGENCY CALL CENTERS CONVENTION CENTERS DAY CARE CENTERS GAS STATIONS INSURANCE FIRMS ETC.
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E HATIS SYSTEM can be retrofitted with the is receptacle on home or office phones, and pay nes for accessibility under the Federal Acts on ecommunications.

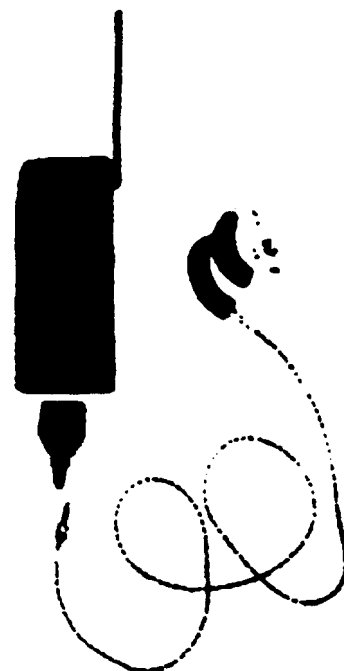


HATIS IS STATIONARY OR COMPLETELY MOBILE
and

Will redefine the business/employment environment as it will allow ADA (Americans with Disabilities Act) compliance in regards to all public facilities, services, benefits and job accommodations and promotions.

The **HATIS System** will help meet the ADA requirements in a most economical manner and will help people with hearing disabilities to communicate whenever and wherever they so desire.

HATIS, a product designed by the deaf for the deaf, registered by FCC # and is Patent Pending.



FCC Registration # 2T3USA-75630-KX-N.

HATIS SYSTEMS currently work with most stereo cassette players, video game systems, computers, televisions and even more will be available in the future!



Phoenix Management, Inc.

INSTRUCTIONS FOR HATIS SYSTEM USAGE.

HATIS LANDLINE SYSTEM:

HATIS will not work with a volume control handset receiver. You must have a regular phone handset to use.

The first thing that needs to be done is to unplug the phone receiver (handset) cord from the base of the phone (not from the handset end). This cord needs to be plugged into the HATIS Landline Unit (the box), then plug the short cord on the HATIS Landline Unit into the base unit of the phone (where the receiver cord was disconnected).

Insert the 2 pin plug into the receptacle on the end of the "T-Coupler" (ear hook), then position the T-Coupler behind the ear with the hook over the top of the ear to hold it in place. This is the case whether the hearing aid be a behind-the-ear aid or an in-the-ear aid.

NOTE: There may be a slight difference in the volume level if the T-Coupler is on one side of the aid versus the other.

A shift in the position of the T-Coupler relative to the aid may also affect the volume. Experiment with the position until your level of comfort and volume is reached, i.e. coupler between the head and the hearing aid, or between the hearing aid and the ear, with ITE aids, just hang coupler on ear like a BTE.

Now, connect the cable plug of HATIS into the HATIS Landline Unit, place the phone-aid switch on the unit to "aid". Switch back to "phone" position for a hearing person.

➔ The hearing aid must be switched to the "T" (telephone) level, adjust the volume upwards (as you have changed frequencies) and you are now ready to use HATIS.

Do Not hold the receiver over the hearing aid, as it will cause feedback. Even though HATIS now makes the hearing aid the phone receiver, you will still need to speak directly into the mouthpiece of the phone.

NOTE: HATIS will not work with cordless phones, nor will it work with Princess or trimline phones (phones with the dialing mechanism in the handset). These phones

can be retrofitted by PMI to accept the HATIS System. Same applies on the ROLM phone systems.

HATIS CELLULAR SYSTEMS:

Connect the T-Coupler as described above.

Connect the HATIS cable plug to the cellular phone adaptor plug, and plug into either the bottom or side of your phone, depending on what type of phone you have.

Follow as stated above regarding the T-Coupler placement and the T-Switch on the hearing aid. If you have a HATIS cellular hands-free system, just plug into the headphone jack on the phone. Speak into the microphone of the HATIS system, not the phone

Follow your cellular phone manufacturer's instructions for operating the phone.

Again, speak into the mouthpiece of the phone, and remember your hearing aid is now the phone receiver of sound.

For a hearing person to use your cellular phone, simply unplug HATIS from the cellular phone.

For retrofitting of any phones, please contact Phoenix Management, Inc.

HATIS RETROFIT UNIT/COMPUTER, STEREO, ETC.

Connect the T-Coupler as described above.

Connect the HATIS cable plug to the audio output plug on your Multi-Media Computer System (may be in the CD-ROM part or the speakers), or your cassette/radio player or your stereo, or your television, or just about anything with a standard headphone jack!

Follow as stated above regarding the T-Coupler placement and the T-Switch on the hearing aid.

Follow your manufacturer's instructions for operating the electronic equipment that you are using. For a hearing person to use the electronic equipment, simply unplug HATIS from the equipment.

For retrofitting of any landline phones, with the audio output plug, just contact us!

ENJOY YOUR ADVENTURE INTO THE HEARING WORLD!!



EFFECTIVE DATE: 25 JAN 95

Phoenix Management, Inc.

HATIS ACCESSIBLE PRODUCT APPLICATIONS: (HATIS Part Number Listing.)

CELLULAR PHONES:

Transportable Phones: ALL: Need HATIS retrofit unit/system. (RS-1)

Mobile (Automotive) phones: ALL: Need HATIS retrofit unit/system. (RS-2)

Cellular (HandHeld) Software Retrofit: Need HATIS retrofit unit/system. (SRS-1)

Hand Held Cellular:

AT & T 3850: HATIS adapter/system. (A3850C-1) / *AT&T 3425 (HATIS HANDS-FREE SYSTEM)*

NOKIA 3840: HATIS adapter/system. (N3840C-1) / *Fujitsu (new) (HATIS HANDS-FREE SYSTEM)*

NOKIA 232: HATIS adapter/system. (N232C-1) / *Ericsson Altima (HATIS HANDS-FREE SYSTEM)*

NOKIA 121: HATIS adapter/system. (N121C-1) / *Audiovox MVX-425 (HATIS HANDS-FREE SYSTEM)*

Technophone PC 515: HATIS adapter/system. (TPC515C-1) / *Audiovox-MVX-450 (HATIS HANDS-FREE SYSTEM)*

OKI Models: 1125, 1135, 1145, 1150: HATIS Hands-free system. (O1125HC-1)

(O1135HC-1) (O1145HC-1) (O1150HC-1)

Ericsson/GE AH 97: HATIS adapter/system. (EAH97C-1)

Ericsson DH 198 (Digital): HATIS adapter/system. (EDH198C-1)

Panasonic 6000 & 9000 Series: HATIS adapter/system. (P6000C-1) (P9000C-1)

~~Fujitsu PCX - Available in 1st quarter 95 - HATIS adapter/system. (FPCXC-1)~~

Motorola Elite: HATIS Hands-Free system. ON HOLD.

Motorola Flip Phones: HATIS adapter/system. ON HOLD.

TWO-WAY RADIO SYSTEMS:

Motorola Visar: HATIS 2-way system. (MTWO-1)

LANDLINE TELEPHONES:

Regular telephones: HATIS Landline unit/system OR retrofit unit/system on handset.
(LL-1 or RS-3)

Office telephone systems: HATIS Landline unit/system OR retrofit unit/system on
handset. (LL-1 or RS-4)

(Some Key telephone systems require a HATIS retrofit unit/system for the individual
phone).

CORDLESS LANDLINE PHONES:

ALL: HATIS retrofit unit/system. (LCRS-1)

PUBLIC PAY TELEPHONES:

ALL: HATIS retrofit unit/system. (RS-5)

PLANTRONICS LANDLINE HEADSET SYSTEMS:

SHS1782-11: +visually impaired layout: HATIS splitter/system. (PRS-1)

SMH1783-11: +visually impaired layout: HATIS splitter/system. (PRS-2)

SSP1085-01: standard: HATIS splitter/system. (PRS-3)

SHS1761-11: Northern Telecom 2250 consoles: HATIS splitter/system. (PRS-4)

SHS1761-12: Northern Telecom 2250 consoles: HATIS splitter/system. (PRS-5)

SOH1847-11: Compuset II-compatible w/any H-series top: HATIS splitter/system. (PRS-6)

SHS1720-01: Clearcom and RTS Intercom sets: HATIS splitter/system. (PRS-7)

SHS1720-12: Clearcom and RTS Intercom sets: HATIS splitter/system. (PRS-8)

Unamplified Receiver Headsets: Startel ACD, Motorola 4-wire dispatch console: HATIS splitter/system. (PRS-9)

CD-ROM COMPUTER SYSTEMS:

ALL CD-ROM (Multi-Media) computer systems and lap top versions: HATIS system. (RS-6)

CD VIDEO GAME SYSTEMS:

ALL: Including Sega CD and 3DO: HATIS system. (RS-7)

TELEVISION'S, RADIO'S, CD OR CASSETTE PLAYER'S, STEREO'S, WALKMAN'S, FAX MACHINES, ETC:

ANY: with standard headphone jack: HATIS system. (RS-8)

ASSISTIVE LISTENING SYSTEMS:

Phonic Ear Systems: HATIS system. (RS-9)

Walker Pocket Talker: HATIS system. (RS-10)

FM Systems: HATIS system. (RS-11)

PACE Environmental system w/9,000 MHZ: HATIS system. TO BE ANNOUNCED



**Phoenix Management,
Inc.**

HATIS WARRANTY AND PRODUCT LIFE INFORMATION

WARRANTY: We will guarantee that the system be free of defects in material and workmanship for a period of one year from date of purchase or we will replace the system at no cost to the individual.

REPAIR COSTS AND REPAIR PROCEDURES: In regards to repair costs, we are trying for the \$19.95, plus shipping and handling of \$4.50, to cover all repairs for damage to the system. The procedure is simply return the system, with a check or money order for \$24.45, to Phoenix Management, Inc., and tell us what is wrong, then we will have it taken care of, and ship it back to the individual.

LIFE EXPECTANCY INFORMATION: HATIS is new, we have no mortality rates available. We do use such upgraded materials, that the quality is excellent. For example, the landline unit switch is good for over a half a million uses.

It is the intent and practice to provide the highest quality product we can, as we do have the sensitivity to recognize that HATIS needs to work, when the person who is deaf or hard of hearing needs to use it.

HATIS PRICING
JANUARY 25, 1995

PART #	HATIS PRODUCT	DESCRIPTION	COST EACH	S & H EACH	QUANTITY	TOTAL PRICE (plus S & H)
RS-1	Cell. Trans. Retro. Unit Cell. Trans. Retro. System	Jack & Installation Cable Assembly & Coupler	\$28.00 \$28.45	\$4.50 \$4.50		
R8-2	Cell. Mobile Retro. Unit Cell. Mobile Retro. System	Jack & Installation Cable Assemb. & Coupler	\$28.00 \$28.45	\$4.50 \$4.50		
SRS-1	Cell. Software Retro. Unit Cell. Software Retro. System	Software Option Installed Adap. Cable Asse. & Cplr.	\$28.00 \$28.45	\$4.50 \$4.50		
A3850C-1	AT&T 3850 Cell. System	Adap. Cable Asse. & Cplr.	\$92.45	\$4.50		
N3840C-1	Nokia 3840 Cell. System	Adap. Cable Asse. & Cplr.	\$92.45	\$4.50		
N232C-1	Nokia 232 Cell. System	Adap. Cable Asse. & Cplr.	\$92.45	\$4.50		
N121C-1	Nokia 121 Cell. System	Adap. Cable Asse. & Cplr.	\$92.45	\$4.50		
TPC515C-1	Technophone PC515 Cel. Sy.	Adap. Cable Asse. & Cplr.	\$92.45	\$4.50		
O1125HC-1	OKI 1125 Cell. System	Hands Free Cable & Cplr.	\$92.45	\$4.50		
O1135HC-1	OKI 1135 Cell. System	Hands Free Cable & Cplr.	\$92.45	\$4.50		
O1145HC-1	OKI 1145 Cell. System	Hands Free Cable & Cplr.	\$92.45	\$4.50		
O1150HC-1	OKI 1150 Cell. System	Hands Free Cable & Cplr.	\$92.45	\$4.50		
EAH97C-1	Ericsson AH 97 Cell. System	Adap. Cable Asse. & Cplr.	\$92.45	\$4.50		
EDH198C-1	Ericsson DH 198 Cell. Sys.	Adap. Cable Asse. & Cplr.	\$92.45	\$4.50		
P8000C-1	Panasonic 8000 Cell. System	Adap. Cable Asse. & Cplr.	\$92.45	\$4.50		
P9000C-1	Panasonic 9000 Cell. System	Adap. Cable Asse. & Cplr.	\$92.45	\$4.50		
MTWO-1	Motorola 2 Way Radio Sys.	Cable Assembly & Coupler	\$92.45	\$4.50		
LL-1	Landline System	Cable Assembly & Coupler	\$79.68	\$4.50		

RS-3	Landline Retrofit Unit	Jack & Installation	\$28.00	\$4.50		
	Landline Retrofit System	Cable Assembly & Coupler	\$26.45	\$4.50		
RS-4	Landline Office Retro. Sys.	Jack & Installation	\$28.00	\$4.50		
	Landline Office Retro. Sys.	Cable Assembly & Coupler	\$26.45	\$4.50		
LCRS-1	Cordless Retrofit Unit	Jack & Installation	\$28.00	\$4.50		
	Cordless Retrofit System	Cable Assembly & Coupler	\$26.45	\$4.50		
RS-5	Pay Phone Retrofit Unit	Jack & Installation	\$28.00	\$4.50		
	Pay Phone Retrofit System	Cable Assembly & Coupler	\$26.45	\$4.50		
PRS-1	Plantronics SHS1782-11 Sys.	Cable Assembly & Coupler	\$26.45	\$4.50		
PRS-2	Plantronics SMH1783-11 Sys.	Cable Assembly & Coupler	\$26.45	\$4.50		
PRS-3	Plantronics SSP1085-01 Sys.	Cable Assembly & Coupler	\$26.45	\$4.50		
PRS-4	Plantronics SHS1761-11 Sys.	Cable Assembly & Coupler	\$26.45	\$4.50		
PRS-5	Plantronics SHS1761-12 Sys.	Cable Assembly & Coupler	\$26.45	\$4.50		
PRS-6	Plantronics SOH1847-11 Sys.	Cable Assembly & Coupler	\$26.45	\$4.50		
PRS-7	Plantronics SHS1720-01 Sys.	Cable Assembly & Coupler	\$26.45	\$4.50		
PRS-8	Plantronics SHS1720-12 Sys.	Cable Assembly & Coupler	\$26.45	\$4.50		
PRS-9	Plantronics Unamplified Sys.	Cable Assembly & Coupler	\$26.45	\$4.50		
RS-6	Computer System	Cable Assembly & Coupler	\$26.45	\$4.50		
RS-7	CD, Video Game System	Cable Assembly & Coupler	\$26.45	\$4.50		
RS-8	Electronics System	Cable Assembly & Coupler	\$26.45	\$4.50		
RS-9	Phonic Ear System	Cable Assembly & Coupler	\$26.45	\$4.50		
RS-10	Walker Pocket Talker System	Cable Assembly & Coupler	\$26.45	\$4.50		
RS-11	FM System	Cable Assembly & Coupler	\$26.45	\$4.50		

NOTE: PHOENIX MANAGEMENT, INC./HATIS WILL NOT BE HELD LIABLE FOR ANY PRODUCT SHIPPED FOR HATIS MODIFICATIONS.

PAYMENT TERMS:

CORPORATE: 50% of each order is due upon placing order and balance due date of delivery.

INDIVIDUALS: A check or money order for the full amount of each order due with purchase order.

DIRECT PURCHASE ORDERS AND PAYMENTS TO:

Phoenix Management, Inc.

5195 Fontaine Blvd.

Fountain, CO 80817

PH: 719-392-1442 FAX: 719-392-0225

SHIP HATIS PRODUCTS TO:

(PLEASE PRINT)

Name/Title

Company

Mailing Address

City, State, Zip Code

Phone

Fax

ADDITIONAL SHIPPING INFORMATION: _____

AUTHORIZED BY: _____

Purchaser

CERTIFICATE OF SERVICE

I, M. Jeanette Couch, hereby certify that I have, this 17th day of July, 1995, served a copy of the foregoing "Comments of BellSouth," by First-Class United States Mail, postage pre-paid to the following:

Frederick H. Graefe
Michael C. Ruger
Deena M. Umbarger
Baker & Hostetler
Suite 1100
1050 Connecticut Avenue, N.W.
Washington, D.C. 20036


M. Jeanette Couch